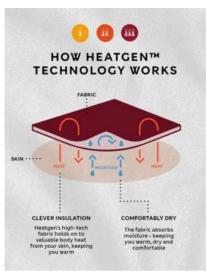
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Heatgen Technology



Innovation

- M&S Trademark
- Strap Line: Heatgen... Clever insulating fabric, holds the heat generated by the wearer, keeping them warm.
- Technology Heatgen... is different to Thermal, Heatgen... can only be called out if the fabric passes the Japanese Kaken test.
- By blending Cotton or Polyester into the fabric composition we can call out 'Wicking Properties'
 which removes moisture from the skin, keeping the wearer dry and comfortable.
- Heat levels increase due to the increase of GSM and fiber content, per level.
- Packaging shows 'traffic light' systems to easily explain heat level to customers
- .com displays colour coded thermometers, aligned to packaging colours, to aid customer journey, WW and KW have adopted this approach for AW23



WW: Offer 'Heatgen', but this is a different base to MW - 160GSM 57% Acrylic, 38% Viscose Livaeco, 5% Elastane from Sunshell.

WW 2pk: £25

KW: Do not offer Light.

Competition Uniqlo: £14.90



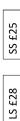
<u>M&S</u>

WW: Offer 'Heatgen Plus', but this is a different base to MW - 310gsm 55% Viscose Ecovera, 38% Acrylic, 7% Elastane 2 Side Brushed Fleece.

WW: £16

<u>KW:</u> Only offer 'Heatgen Thermal' which is the same base as MW 'Heatgen Medium', from Sunshell.

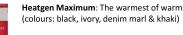
Competition Uniqlo: £19.90











Composition: 35% Merino Wool, 26% Recycled Polyester,

Weight: 260GSM



Sustainability call outs: Woolmark, Recycled Polyester and Ecovera Viscose

Supplier: Sunshell – Made in Cambodia

23% Ecovera Viscose, 16% Polyamide

Fabric Mill: Yongli Textile – Made in China

LP £28









WW: Do not offer Maximum KW: Do not offer Maximum

> Competition Uniqlo: £24.90





Heatgen Light: Our everyday warmth level

(colour: black)

Composition: 55% Acrylic, 23% Viscose, 21% Polyamide, 1%

Weight: 0.06KG

Supplier: Burts - Made in China

Thread Mill: Shanghai Xiangyi (Burts) – Made in China

WW: £12 - 3PK Heatgen Light: 47% acrylic, 29% polyamide, 22%

viscose and 2% elastane lycra®

KW: Do not offer.

Competition Uniqlo: 1PK £7.90





Heatgen Medium: When extra warmth is needed

(colour: black & navy mix)

Composition: 58% Polyester, 24% Wool, 11% Acrylic, 2%

Polyamide, 1% Viscose, 1% Elastane

Weight: 0.14KG

Supplier: Burts – Made in China

Thread Mill: Shanghai Xiangyi (Burts) – Made in China

WW: £10 - 3PK Heatgen Medium: 93% viscose, 6% polyamide

and 1% elastane lycra®

KW: Do not offer.

LS £14





Heatgen Maximum: The warmest of warm

(colour: black & navy)

Composition: 52% Acrylic, 35% Polypropylene, 6% Polyester, 1%

Elastane

Weight: 0.19KG

Supplier: Burts – Made in China

Thread Mill: Shanghai Xiangyi (Burts) – Made in China

WW: £10 - 3PK Heatgen Maximum: 87% viscose, 12% polyamide

and 1% elastane lycra®

KW: Do not offer.

LS £14-16